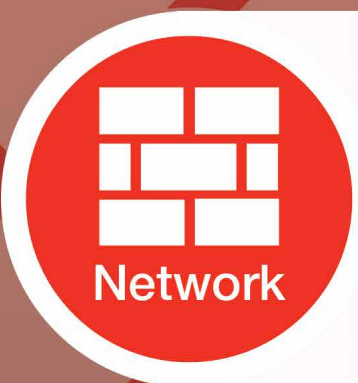
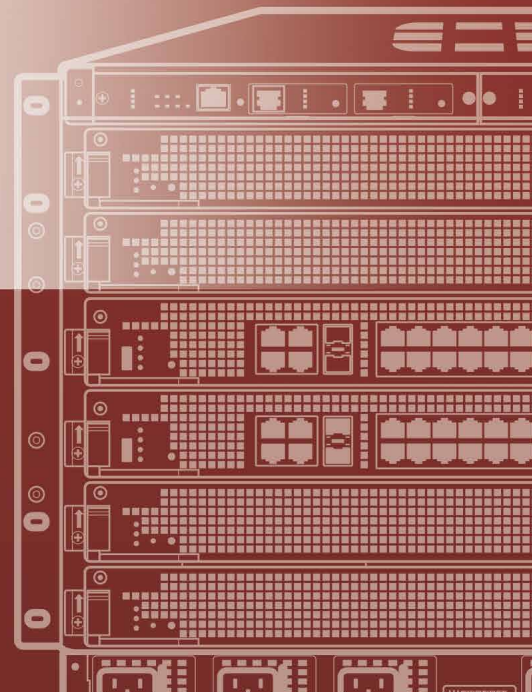


# ENHANCING THE SECURITY FABRIC



## Core NGFW 7000 Series



Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 4,700+

FY 2016 Revenue: \$1.275B

Q1 2017 Revenue: \$341M

Q1 2017 Billings: \$403M

Q1 2017 EPS (GAAP): \$0.06

Market Cap (April 26, 2017): \$7B

\$1.44B Cash and No Debt

Units Shipped to Date: 3.1M+

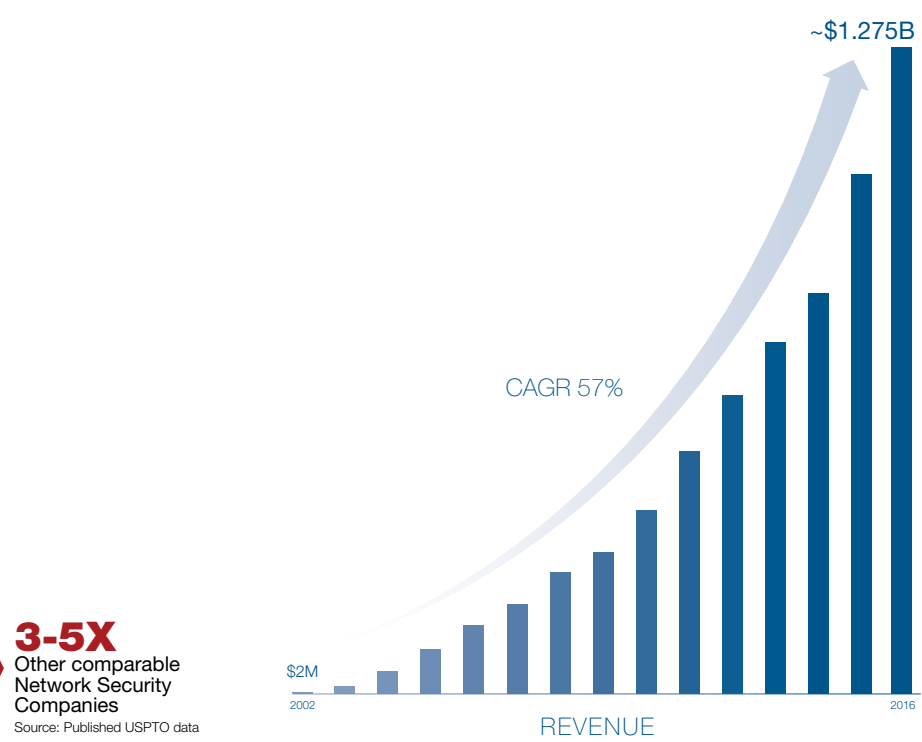
Customers: 310,000

380 Patents Issued

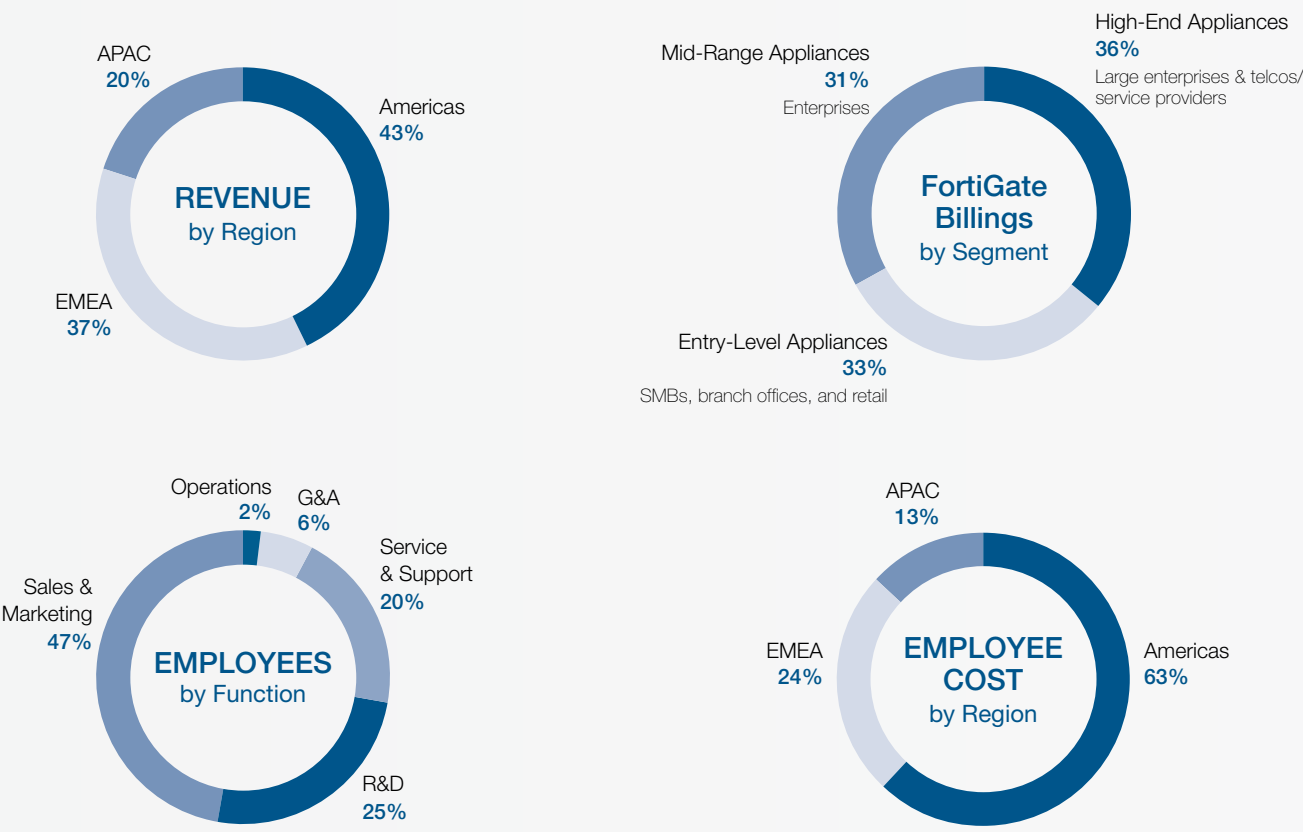
298 Patents Pending

OVERVIEW

Fortinet's mission is to deliver the most innovative, highest-performing network security fabric to secure and simplify your IT infrastructure. We are a leading global provider of network security appliances for carriers, data centers, enterprises and distributed offices.

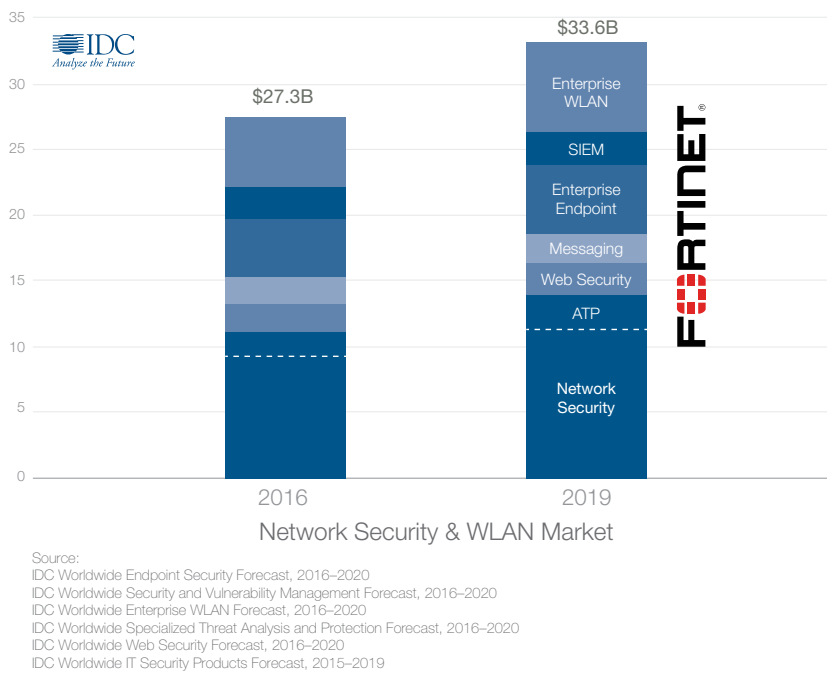


Q4 2016

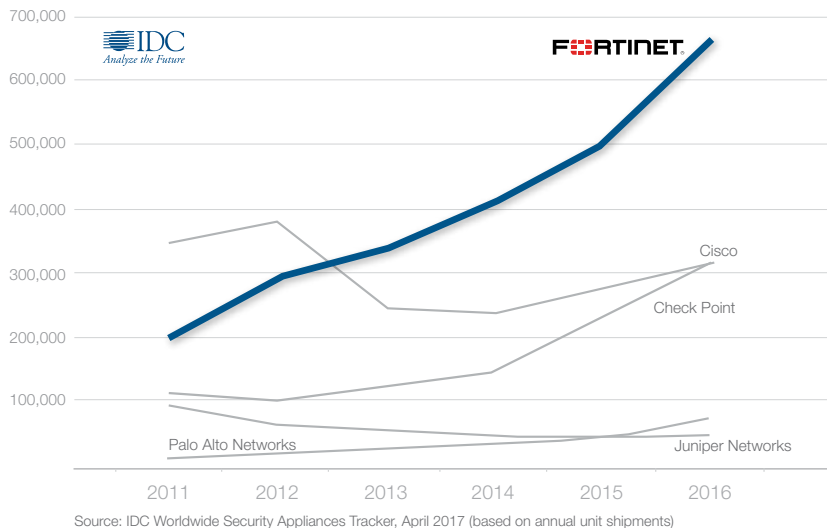


GAINING SHARE IN A GROWING MARKET

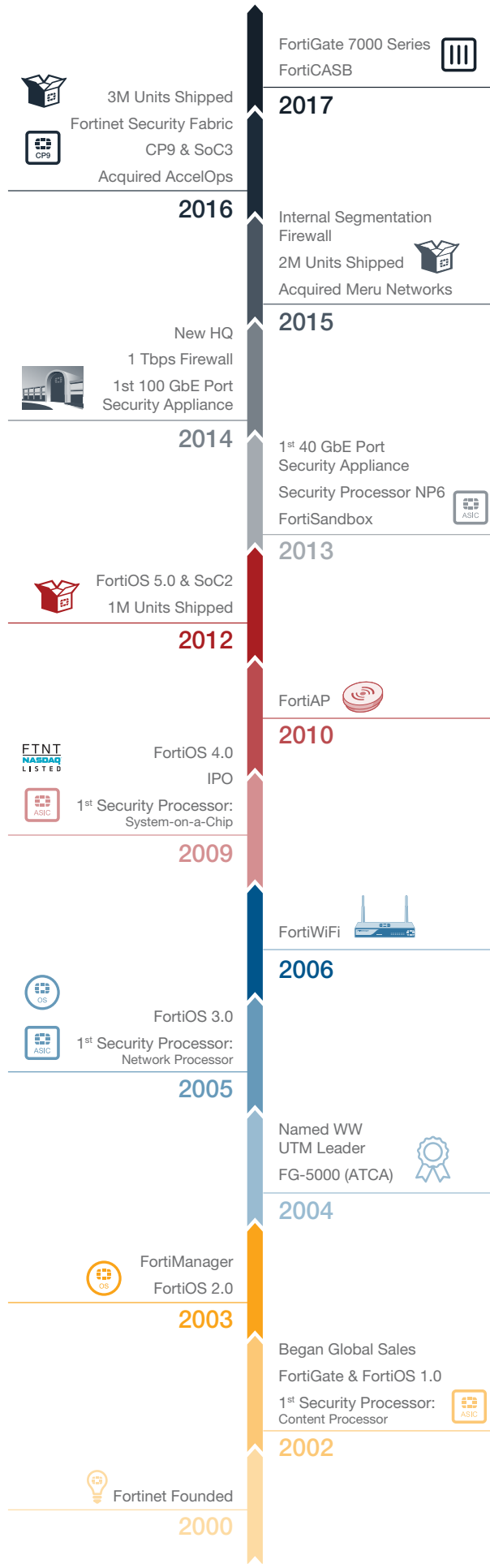
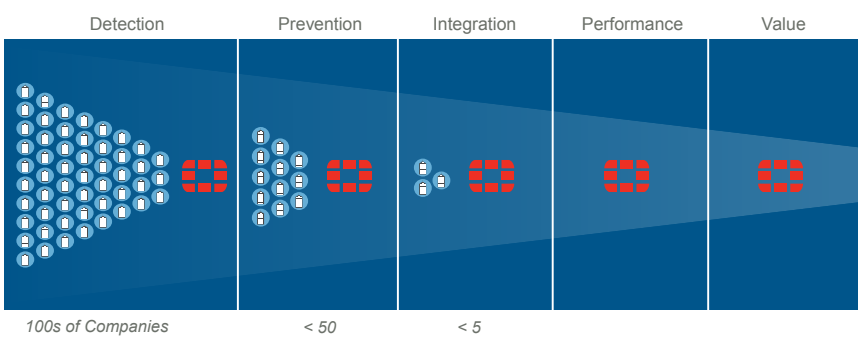
Fortinet is a major player in many segments of the fast-growing Network Security and WLAN markets.



Fortinet is the largest network security appliance vendor (units) and growing quickly, according to IDC...



Fortinet Is the Only Company to Excel at All Key Stages of Network Security



EMERGING SECURITY CHALLENGES

Today's Network Is Borderless

IoT and the cloud have expanded the attack surface—the “edge” is no longer clearly defined. There are more ways in and more ways out.



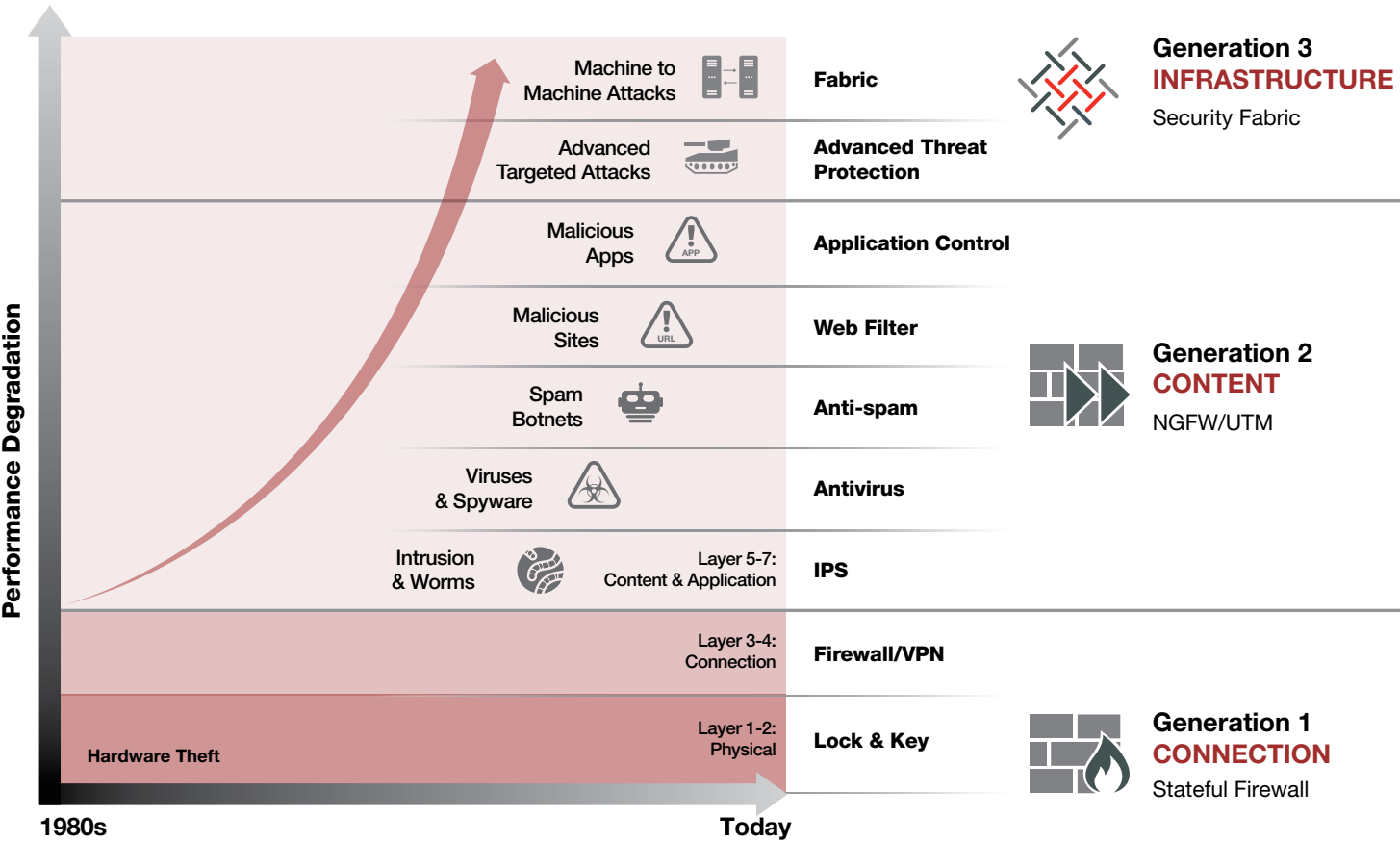
Slow Is Broken

Security has become a bottleneck; enterprises compromise security features to achieve performance goals.



Complexity Is the Enemy of Security

Too many point solutions create security gaps and a slow response to threats; no communication or coordination.



First-generation network security, known as stateful firewalls, focused on securing the connection. Led by Fortinet, a second generation of network security, next-generation firewalls and UTMs, expanded inspection to the application and content.

THE FORTINET SECURITY FABRIC  
THIRD-GENERATION NETWORK SECURITY

The emergence of cloud, IoT, and mobile is driving the need for a third generation of network security to protect the rapidly expanding attack surface and secure “data everywhere.” Fortinet is once again leading the way with its Security Fabric, the first architectural approach to security designed to dynamically adapt to the evolving IT infrastructure. The Security Fabric intelligently segments the network, from IoT to the cloud, to provide broad, powerful, and automated protection against sophisticated threats.



BROAD

The Fabric covers the entire attack surface—security can be applied to the network, endpoints, access, applications, and cloud, and visibility extended to other vendor solutions.



POWERFUL

The Security Fabric utilizes security processors to reduce the burden on infrastructure, allowing comprehensive security without affecting performance.



AUTOMATED

The Security Fabric enables a fast and coordinated response to threats—all elements can rapidly exchange threat intelligence and coordinate actions.





# FORTINET'S SECURITY FABRIC COVERS YOUR ENTIRE NETWORK

## Fortinet Solutions



### ENTERPRISE FIREWALL

- FortiGate
- Next-Generation FW
- Data Center FW
- Internal Segmentation FW
- Secure SD-WAN
- FortiManager
- FortiAnalyzer
- FortiCloud FW Management
- FortiGuard Services



### CLOUD SECURITY

- FortiGate VM (Virtual FW)
- FortiGate VMX (SDN Virtual FW)
- FortiGate VM for Public Cloud
- AWS
- Microsoft Azure
- OpenStack-based
- FortiHypervisor
- FortiCASB
- FortiGuard Services



### ADVANCED THREAT PROTECTION

- FortiGate
- FortiSandbox
- FortiMail
- FortiWeb
- FortiClient
- FortiCloud Sandboxing
- FortiGuard Services



### APPLICATION SECURITY

- FortiWeb
- FortiADC
- FortiDDoS
- FortiWAN
- FortiCache
- FortiGuard Services



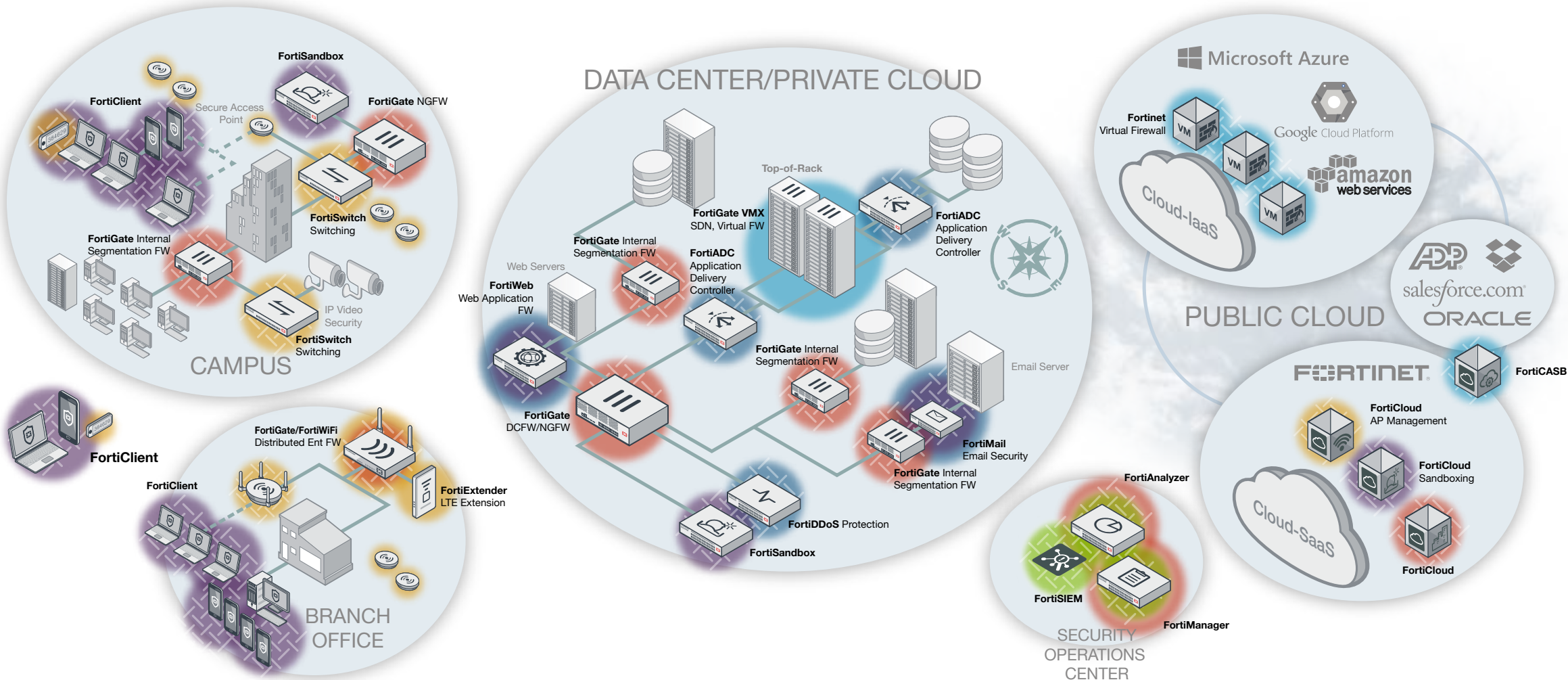
### SECURE ACCESS

- FortiAP
- FortiWiFi
- FortiCloud AP Management
- FortiSwitch
- FortiAuthenticator
- FortiToken
- FortiExtender
- FortiGuard Services



### SECURITY OPERATIONS

- FortiSIEM
- FortiManager
- FortiAnalyzer
- FortiGuard Services



## FortiCare



Our FortiCare customer support team provides global technical support for all Fortinet products. With support staff in the Americas, Europe, Middle East, and Asia, FortiCare offers services to meet the needs of enterprises of all sizes.

8x5

Premium Services

24x7

Professional Services

360°

Security Audit Services

Become a Fortinet Network Security Expert!

FORTINET  
NSE Certification Program

Fortinet's Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over 60,000 security certifications to date.



Validate Your Security Experience

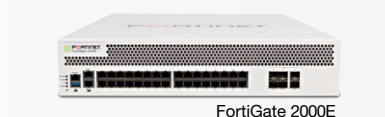
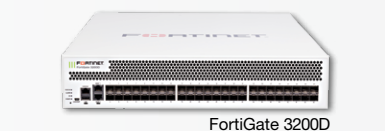
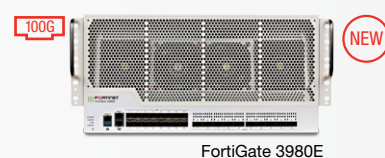
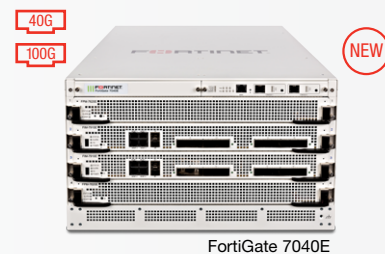
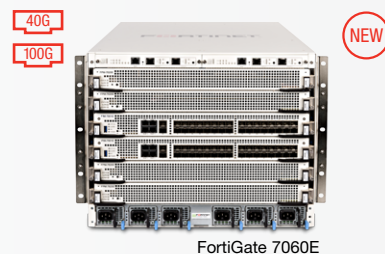


Demonstrate Value



Accelerate Sales

Step	Level	Objective
1	NSE 1	Develop a foundational understanding of network security concepts.
2	NSE 2	Develop the knowledge and skills necessary to sell key Fortinet solutions. (For Fortinet employees and partners only)
3	NSE 3 Sales Associate	Develop the knowledge and skills to sell Fortinet products. (For Fortinet employees and partners only)
4	NSE 4 Professional	Develop the technical knowledge and skills needed to configure and maintain a FortiGate Next-Generation Firewall solution.
5	NSE 5 Analyst	Develop a detailed technical understanding of how to implement network security management and analytics.
6	NSE 6 Specialist	Develop an understanding of advanced security technologies beyond the firewall.
7	NSE 7 Troubleshooter	Demonstrate a deep technical understanding of key Fortinet solutions.
8	NSE 8 Expert	Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.

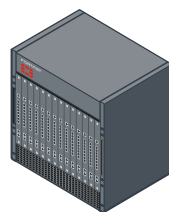


## HIGH-PERFORMANCE NETWORK SECURITY

Fortinet's core firewall platform, FortiGate, is powered by our purpose-built operating system, security processors, and threat intelligence from FortiGuard Labs.

### Data Center Firewall (DCFV)/Carrier Class Firewall (CCFW)

Deployment	Service Provider or Enterprise
Form Factor	2U/3U Appliance and Chassis
Interfaces	10, 40, and 100 GbE
FW Throughput	10 Gbps to more than 1 Tbps
Special Features	Carrier Class



### Internal Segmentation Firewall (ISFW)

Deployment	Service Provider or Enterprise
Form Factor	1U/2U/3U Appliance
Interfaces	10, 40, and 100 GbE
FW Throughput	16 to 320 Gbps
Special Features	VDOM Management, Ultra-low Latency



### Next-Generation Firewall (NGFW)

Deployment	Edge or Border Firewall
Form Factor	1U/2U/3U Appliance
Interfaces	1, 10, and 40 GbE
FW Throughput	1 to 160 Gbps
Special Features	Advanced Threat Protection



### Unified Threat Management (UTM)

Deployment	Distributed Enterprise or SMB
Form Factor	Desktop
Interfaces	High-density 1 GbE
Throughput	1 to 3.5 Gbps
Special Features	Wi-Fi, PoE, Ruggedized



### Private Cloud–Virtual Machine Firewall

Deployment	East/West Data Center
Form Factor	Virtual Machine
SDN Integration	Cisco ACI, VMware NSX, OpenStack
Throughput	Hardware Dependent
Hypervisors	All Major Hypervisors Supported
Licensing	Perpetual, Subscription, Metered



### Public Cloud–Cloud Firewall

Deployment	AWS, Microsoft Azure, Google
Form Factor	Cloud Virtual Machine
Throughput	Cloud Dependent
Licensing	BYOL or On-Demand



## The FortiOS Advantage

FortiOS is the foundation of the Fortinet Security Fabric, consolidating many technologies into a simplified, single policy and management framework. FortiOS provides customers with superior protection, deeper visibility and control, reduced complexity, and greater operational efficiency across their entire attack surface.

Networking	Security	Integration	Management
Firewall	Intrusion Prevention	Email	NOC/SOC/Policy
VPN	Application Control	WAF	Reporting & Compliance
Routing	Anti-malware	Endpoint	Topology Views
Switching	Anti-botnet	Sandboxing	Management
SD-WAN	Web Filtering	Vulnerability	Analytics
Wi-Fi Controller	Mobile Security	Partner APIs	VDOM/ADOM
More...	More...	More...	More...



## The Security Processor Advantage

Fortinet Security Processors radically increase the security performance, scalability, and throughput of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions.

CPU & Serial Processing-based	Fortinet SPU-based Parallel Path Processing	Fortinet System-on-a-Chip	
Slow, Not Scalable & Poor TCO	Accelerates Network Traffic Flexible Policy Accelerates Content Inspection	Optimized for Entry-level Form Factors	MORE PERFORMANCE
FW → 6 Gbps VPN → 2 Gbps IPS → 3.5 Gbps	FW → 40 Gbps IPsec VPN → 25 Gbps SSL VPN → 28 Gbps IPS → 20 Gbps 6X - 12X performance	5X FW 8X/11X SSL/IPsec VPN 5X IPS 5X Concurrent Sessions 3X Power Efficiency vs. similarly priced offerings	LESS LATENCY LESS SPACE LESS POWER



## The FortiGuard Threat Intelligence Advantage

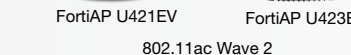
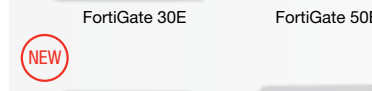
Fortinet solutions are powered by the security services developed by FortiGuard Labs. Working with world-class, in-house tools and data collected from more than 3 million sensors around the globe, our 200+ researchers discover breaking threats and then update FortiGuard threat intelligence services to protect over 300,000 customers every day.

Individual Subscription Services	Application Control*	IPS	Antivirus/Anti-botnet	Anti-spam	Web Filtering	Mobile Security	Adv. Threat Protection/Cloud Sandbox	Industrial Security	Vulnerability
Enterprise Bundle	x	x	x	x	x	x	x		
UTM Bundle	x	x	x	x	x				

\* Application Control comes standard with every FortiCare support contract



## ENTRY-LEVEL APPLIANCES



## SIMPLE PRICING MODEL

### Platform (FortiGate)

- Hardware or VM
    - Deployment Mode
    - # and Type of Ports
    - Throughput
- Base HW/VM List price

### Support (FortiCare) & Services

- 8x5 or 24x7 + 15 or 25% + Prem. Replacement
    - + Advanced Services
    - FortiCare 360°
    - Professional Services
- Varies  
Varies  
+ 10%  
Daily rate

### Subscriptions (FortiGuard)

- Individual Threat Intelligence Feeds
    - UTM or Enterprise Bundles
- + 20% ea. or + 40 or 65%

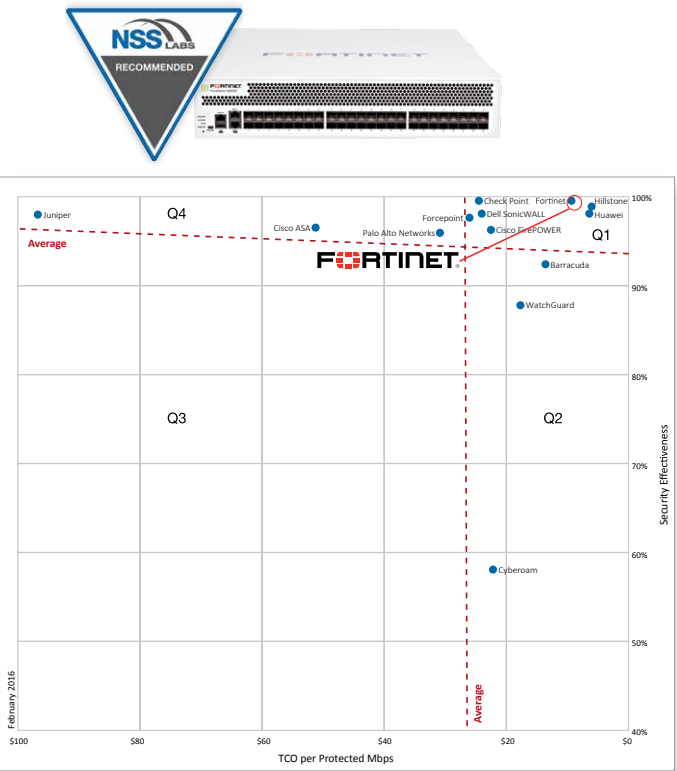
### Term

- 1 – 5 year
  - Discounts increase with term length

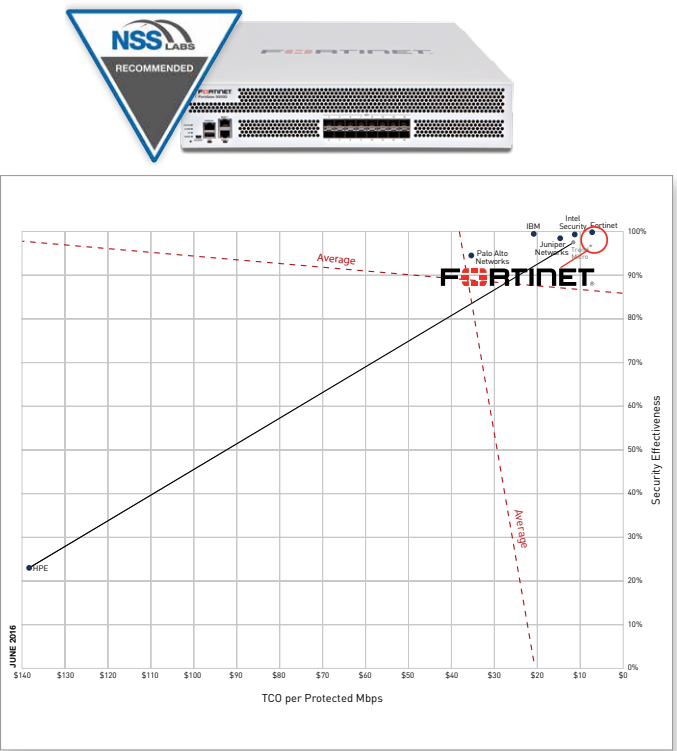


INDEPENDENTLY TESTED AND VALIDATED PROTECTION

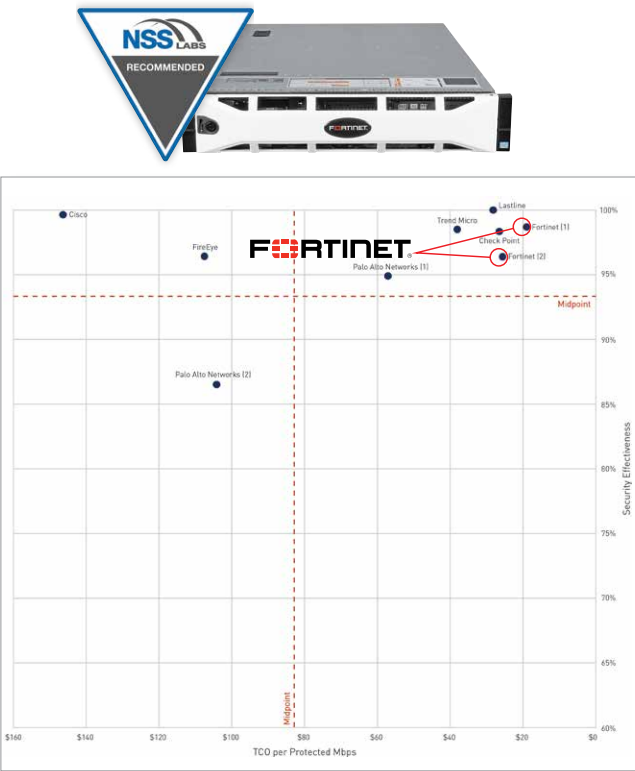
NGFW FortiGate 3200D



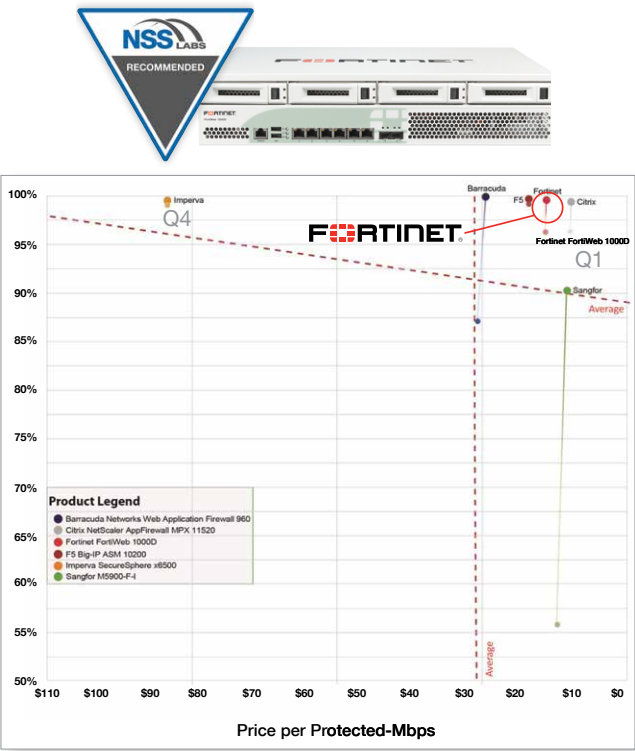
DC IPS FortiGate 3000D



BDS FortiSandbox 3000D



WAF FortiWeb 1000D



UNPARALLELED THIRD-PARTY CERTIFICATION

	RECOMMENDED	NEUTRAL	CAUTION	RETESTED & PASSED		
Certification	Fortinet	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Labs Next-Gen Firewall	RECOMMENDED	RECOMMENDED	RECOMMENDED	NEUTRAL	NEUTRAL	CAUTION
NSS Labs Data Center Firewall	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
NSS Labs Breach Detection System	RECOMMENDED	RECOMMENDED	CAUTION	RETESTED & PASSED	CAUTION	CAUTION
NSS Labs WAF	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
NSS Labs NG IPS	RETESTED & PASSED	CAUTION	RECOMMENDED	NEUTRAL	RECOMMENDED	RECOMMENDED
NSS Labs DC IPS	RECOMMENDED	CAUTION	CAUTION	RECOMMENDED	RECOMMENDED	RECOMMENDED
NSS Labs Advanced Endpoint	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
BreakingPoint Resiliency Score	RECOMMENDED	CAUTION	CAUTION	NEUTRAL	CAUTION	CAUTION
ICSA Firewall	RECOMMENDED	RECOMMENDED	CAUTION	RECOMMENDED	RECOMMENDED	CAUTION
ICSA IPS	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
ICSA Antivirus	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
ICSA WAF	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
ICSA ATD (Sandbox)	RECOMMENDED	RECOMMENDED	CAUTION	RECOMMENDED	CAUTION	RECOMMENDED
ICSA ATD (Email)	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
VB100 Virus	RECOMMENDED	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION
VBSpan	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
AV-Comparatives	RECOMMENDED	CAUTION	CAUTION	CAUTION	CAUTION	CAUTION
Common Criteria	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED
FIPS	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED
UNH USGv6/IPv6	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	CAUTION

The Only NSS Labs Recommended Edge to Endpoint ATP Solution

Fortinet has participated in the following Real-world group tests, open to the industry, and conducted by NSS Labs. In doing so, Fortinet stands out as the only vendor to provide an ATP Solution that is NSS Labs Recommended from the data center to the edge to the endpoint in the latest group tests.

- NGFW
- DC IPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection (Sandbox)



Certifications



## HEADQUARTERS

**FORTINET INC.**  
899 Kifer Road  
Sunnyvale, CA 94086  
United States  
Tel: +1 408 235 7700  
Fax: +1 408 235 7737

## AMERICAS

**NEW YORK**  
1 Penn Plaza, Suite 4400  
New York, NY 10119  
United States  
Tel: +1 646 381 2270

**PLANO**  
6111 W Plano Pkwy,  
Plano, TX 75093

**VIRGINIA/WASHINGTON DC**  
12005 Sunrise Valley Dr, Suite 140  
Reston, VA 20191  
Tel: 571 449 8375

**FLORIDA**  
13450 W. Sunrise Blvd., Suite 430  
Sunrise, FL 33323 United States  
Tel: +1 954 368 9991

7650 Courtney Campbell Causeway  
Suite 300  
Tampa, FL 33607  
Tel: 877-952-6725  
Fax: 813-288-8626

**BRITISH COLUMBIA**  
Still Creek Campus  
4190 Still Creek Drive, Suite 400  
Burnaby, BC V5C 6C6  
Canada  
Tel: +1 604 430 1297  
Fax: +1 604 430 1296

**OTTAWA**  
1826 Robertson Road  
Ottawa, ON K2H 5Z6  
Canada

**MEXICO**  
Paseo de la Reforma 412 piso 16  
Col. Juarez C.P. 06600  
México D.F.  
Tel: +52 55 5524 8428

## EMEA

**EMEA SALES OFFICE**  
905 rue Albert Einstein  
06560 Valbonne  
France  
Tel +33 4 8987 0500  
Fax +33 4 8987 0501

**FRANCE**  
TOUR ATLANTIQUE  
24ème étage,  
1 place de la Pyramide  
92911 Paris La Défense Cedex  
France  
Sales: +33 1 8003 1655

**AUSTRIA**  
Wienerbergstrasse 7/D/12th floor,  
1100 Vienna  
Austria  
Sales: +43 1 22787 120  
Fax: +43 1 22787 200

**BELGIUM/LUXEMBOURG**  
Pegasuslaan 5  
1831 Diegem  
Belgium  
Sales: +32 0 2 716 49 27  
Fax: +32 0 2 716 47 27

**CZECH REPUBLIC**  
Pekarska 10  
150 00 Prague 5  
Czech Republic  
Sales: + 420 773 788 788

**DENMARK**  
Tuborg Boulevard 12  
DK-2900 Hellerup  
Sales: +45 3694 4408

**FINLAND**  
Keilaranta 16B, 5th Floor  
02150 Espoo  
Finland  
Tel: +358 40 744 9531  
Email: finland@fortinet.com

**GERMANY**  
Feldbergstraße 35  
60323 Frankfurt  
Germany  
Sales: +49 69 310 192 0  
Fax: +49 69 310 192 22

Landsbergerstrasse 155  
80687 München  
Germany  
Tel: +49 89 57959663

**IRELAND**  
28-32 Upper Pembroke Street  
Dublin  
Ireland  
Sales: +353 1 6087703

**ISRAEL**  
6 Hachoshlim St., 1st Floor  
P.O. Box 12006  
Herzliya Pituach 46722  
Israel  
Sales: +972 77 6935670

**ITALY**  
Via del Casale Solaro, 119  
00143 ROMA  
Italy  
Sales: +39 06 51573 330  
Fax: +39 06 51573 390

**POLAND**  
59 Zlota Str.  
LUMEN Bldg (In OFFICE, 6th floor)  
00-120 Warsaw, Poland  
poland@fortinet.com

**PORTUGAL**  
Avenida D. João II, nº 50 - 4º Piso -  
Edifício Mar Vermelho Parque das Nações  
1990-095 Lisboa  
Portugal  
Sales: +351 91 289 59 64

**RUSSIA**  
Smolenskaya square 3, Regus,  
office 610  
Moscow  
Russia  
Office: +7 499 9552499  
Email: russia@fortinet.com

**SPAIN**  
Avda. Europa, 24, Edif. B, 2ºB  
Alcobendas, Madrid 2810  
Spain  
Phone: +34 915 024 874

Avinguda Diagonal, 177, planta 5  
08018 Barcelona  
Spain  
Phone : +34 93 547 72 69

**SWEDEN**  
Waterfront Building  
Klarabergsviadukten 63, 5 tr  
S-111 23 Stockholm, Sweden  
Sales: +46 70 667 9510

**SWITZERLAND**  
Riedmühlestr. 8  
CH-8305 Dietlikon, Zurich  
Switzerland  
Sales: +41 44 833 68 48

**THE NETHERLANDS**  
The Netherlands  
Regus WTC Utrecht Papendorp  
Papendorpsweg 100  
3528 BJ Utrecht  
The Netherlands  
Sales: +31 (0)33 454 67 50  
Fax: +31 (0)33 454 66 66

**TURKEY**  
Saray Mah. Doktor Adnan Büyükdeleniz  
Cad.  
No:4 Akkom Ofis Park 2  
Blok Kat:10  
Ümraniye-Istanbul 34768  
Office: +90 216 250 3259/60

**UNITED ARAB EMIRATES**  
Suite 105  
Arjaan Business Tower  
Dubai Media City  
P.O. Box 502276, Dubai  
United Arab Emirates  
Sales: +971 4 423 9601  
Fax: +971 4 426 4698

G01-6WA, West Wing, Building 6,  
Block A  
Dubai Airport Free Zone  
Dubai, UAE  
Tel: +971 4 2146057  
Fax: +971 4 2146059

**UNITED KINGDOM  
FORTINET (UK) LTD.**  
Fortinet (UK) Ltd.  
Floor 6, 120 Old Broad Street  
London, EC2N 1AR  
United Kingdom  
Sales: +44 0 207 868 1715  
Fax: +44 0 2032079129

## APAC

**APAC SALES OFFICE**  
300 Beach Road 20-01  
The Concourse  
Singapore 199555  
Tel: +65 6395 2788  
Fax: +65 6295 0015

**AUSTRALIA**  
Level 8, 2-10 Loftus Street  
Sydney, NSW 2000  
Australia  
Tel: +61 2 8007 6000  
Fax: +61 2 8007 6009

**CHINA**  
12FL, Zhongxin Plaza,  
52 North Fourth-Ring West Road,  
Haidian District  
Beijing, 100080, China  
Tel: 8610 6296 0376  
Fax: 8610 6296 0239

**HONG KONG**  
Fortinet International, Inc.  
Suite 1508-10, Cityplaza One,  
Taikoo Shing,  
Hong Kong  
Tel: +852 3708 3500

**INDIA**  
Fortinet Innovation Centre India Pvt Ltd,  
C1 & C2-201, C1 & C2-301,  
2nd & 3rd floor, Tower-C, The Millennia  
No 1 & 2, Murphy Road, Ulsoor,  
Bangalore – 560 008

Fortinet Technologies India Pvt Ltd,  
C2-002, Ground Floor,  
Tower-C,, The Millennia  
No 1 & 2, Murphy Road, Ulsoor,  
Bangalore – 560 008

Fortinet Technologies India Pvt Ltd  
703, Powai Plaza, 7th floor,  
Powai, Andheri (E),  
Mumbai 400076 | INDIA  
Office: +91 22 627252515, 25704691

**INDONESIA**  
50/F Menara BCA Grand Indonesia  
Jl. MH. Thamrin No. 1  
Jakarta 10310  
Indonesia  
Tel: 62 21 2358 4548  
Fax: 62 21 2358 4401

**JAPAN**  
9th Floor Tri-Seven Roppongi  
7-7-7, Roppongi, Minato-ku,  
Tokyo, 106-0032  
Japan  
http://www.fortinet.co.jp/contact/

**KOREA**  
15th Fl. Haeam Bldg., 983-1,  
Daechi-dong, Gangnam-gu, Seoul,  
Korea(135-280)  
Tel : +82 70 7126 1111  
Fax: +82 2 512 5998

Leaders Building 205 Ho,  
Jangmi-Ro 42, Bundang-Gu,  
Sungnam city, Kyonggi-Do,  
Korea. Zip : 463-828  
Tel : +82 31 707 9932  
Fax: +82 31 707 9972

**MALAYSIA**  
Suite 33A-02/03, Level 33A  
Menara Keck Seng  
203, Jalan Bukit Bintang  
55100 Kuala Lumpur  
Malaysia  
Tech Support: +603 2711 7391  
Sales: +603 2711 1770  
Sales Fax: +603 2711 1772

**PHILIPPINES**  
32nd Street., One World Place,  
Bonifacio Global City,  
Taguig City 1634, Philippines  
Tel: +632 808 8798  
Fax: +632 621 0646

**TAIWAN**  
2F, No. 176, Xing'ai Rd,  
Nei-Hu Dist.  
Taipei City, 11494, Taiwan  
Tel: 886 2 2796 1666  
Fax: 886 2 2796 0999

**THAILAND**  
Level 25, Unit ML2511  
The Offices at Central World  
999/9 Rama 1 Road  
Bangkok 10330, Thailand  
Tel: +66 2 658 658 12